

Work Experience

U.S. GENERAL SERVICES ADMINISTRATION – Washington DC

White House Liaison – January 2017 – present

- As an appointee of President Trump, co-lead the beachhead team at a 12,000 employee agency, provide direction on program, policy, financial, legal, regulatory and legislative issues affecting real property, technology and acquisition.
- Develop staffing plans for Trump Administration appointees and identify, vet, and interview candidates to assume leadership roles.
- Communicate President Trump's agenda to GSA and ensure its implementation through daily interaction with senior leadership within GSA, the Office of Management and Budget, and the White House.

Chief Acquisition Officer – 2005 – 2007

- As an appointee of President Bush, executed an annual budget of \$60 million and managed a staff of approximately 100. Led GSA's response to major contracting irregularities that threatened to close 11 client centers and cost \$8 billion a year.
- Developed and executed GSA's strategic sourcing plan with expected savings of over 30% in 5 purchase categories, and co-chaired the government-wide strategic sourcing initiative.
- Promulgated the Federal Acquisition Regulation in collaboration with DOD, NASA, and the White House. Standardized GSA's acquisition regulations and the procedures governing over \$66 billion in annual procurement to address the shift in federal purchasing from supplies to services.
- Tripled the amount of training available to the 8,000 civilian contract specialists while reducing costs, and standardized contract specialist certification requirements.
- Testified before Congress on GSA's successful response to Hurricane Katrina, GSA's efforts to reduce prices paid governmentwide, and GSA's support of small businesses.

U.S. HOUSE OF REPRESENTATIVES – Washington, DC

Counsel, Committee on Armed Services – 2016 – 2017

- As the lead staff member on acquisition policy for Chairman Mac Thornberry's acquisition reform team, negotiated provisions in the FY 2017 National Defense Authorization Act (NDAA) on service contracting, independent research and development policies, cost accounting standards, bid protests, acquisition policy, industrial base policy, acquisition workforce, and services contracts.
- Drafted major reform proposals for the FY 2018 NDAA on the Defense Contract Audit Agency (DCAA) audit process, the use of multiple award contracts, the relationship with the GSA, the structure of the program management workforce at the Department of Defense, and reform of the contract clauses applying to Federal contracts and subcontracts for commercial items.

Senior Counsel and Policy Director, Committee on Small Business – 2011 – 2016

- As Policy Director for Chairman Steve Chabot, established legislative and oversight agenda for the Committee and its five subcommittees and all policy staff members. Provided the Committee with strategic direction on matters relating to capital access, regulatory reform, tax, and trade while maintaining responsibility for all acquisition and workforce related matters.
- As Senior Counsel for Chairman Chabot and Chairman Sam Graves, organized and conducted legislative and oversight hearings, joint hearings with the Committee on Oversight and Government Reform and the Committee on Veterans Affairs. Conducted markups of procurement, regulatory, lending, and entrepreneurial development bills, as well as the Committee's budget view and estimates, rules and oversight plans. Served as the chief investigator into fraud, waste and abuse.
- Prepared 42 bills introduced by 28 different members of Congress, including over 100 contracting provisions that became law as part of the FY 2013 – FY 2017 NDAs.
- Represented the Chairman in Senate negotiations, and before the Rules and Appropriations Committees.

Professional Staff Member, Committee on Small Business – 1997 – 2000

- Drafted legislation on contract bundling that became law for Chairman Jim Talent, while conducting oversight of the procurement reform initiatives initiated by the Clinton Administration.

TERRESTAR NATIONAL SERVICES INC – Reston, VA

General Counsel and Vice President of Administration – 2007 – 2011

- Developed project, compliance and organizational plans for the launch of this government contracting subsidiary of a publicly-traded satellite telecommunications company.
- Negotiated the mitigation plan for the Facility Clearance License application.
- Oversaw government bid and proposal work, including the creation of certified cost and pricing data for Federal and state contracts, grants and multiple award vehicles.
- Implemented DCAA compliant business systems.

U.S. SMALL BUSINESS ADMINISTRATION SENIOR PROJECT MANAGER – Washington, DC

Senior Advisor and Acting Associate Administrator for Government Contracting and Business Development – 2004 – 2005

- Directed 140 employees nationwide, providing assistance to small businesses in seeking federal procurement opportunities, SBIR grants, and socio-economic certifications.
- Led SBA to meet the statutory 23% prime contracting goal for the first time.

WILEY REIN & FIELDING LLC – Washington, DC

Associate, Government Contracts – 2001 – 2003

- Represented clients on a broad range of government contracts issues, including bid protests, contract disputes, claims preparation, and subcontracting.

REPUBLICAN NATIONAL COMMITTEE – Washington, DC

Assistant to the Director of Administration – 1995 – 1997

Education and Professional Certifications

UNIVERSITY OF VIRGINIA SCHOOL OF LAW – (b) (6)

SMITH COLLEGE – (b) (6)

(b) (6)

Select Political Activities

PRESIDENTIAL TRANSITION TEAM – , December 2016-January 2017

- Sourced candidates for positions at the Office of Personnel Management, Small Business Administration, Office of Management and Budget, Social Security Administration, and General Services Administration.

LAWYERS FOR ROMNEY– Volunteer, November 2012

LAWYERS FOR MCCAIN PALIN – Volunteer, November 2008

BUSH CHENEY 2004 – Volunteer, October - November 2004

Awards and Additional Information

(b) (6)

EMILY MURPHY

(b) (6)

Emily Murphy is an expert in federal procurement policy and execution, and is passionate about using contracting reform to increase value for taxpayers, agencies, and businesses. She currently serves as the White House Liaison for the General Services Administration (GSA), which is responsible for nearly \$60 billion a year in real property, design and construction, commercial item, professional services, and information technology contracts on behalf of the Federal Government. President Bush appointed her to serve as the inaugural Chief Acquisition Officer at GSA, where she led the transformation of the agency's assisted acquisition centers and the consolidation of the Federal Supply Service and the Federal Technology Service. An authority on procurement regulation, Emily has served as GSA's representative to the Federal Acquisition Regulatory (FAR) Council and as the leader of the Civilian Agency Acquisition Council. In this capacity, she modernized the FAR and GSA regulations to reflect the government's increasing use of service contracts as opposed to supplies.

Emily is a recognized leader in small business procurement who has sought to use the Small Business Act programs to increase competition and the health of the domestic industrial manufacturing and technological base, both at the Small Business Administration (SBA) and on the Hill. In addition to an appointment at SBA during the Bush Administration, she served three different Chairmen of the House Small Business Committee. Under Chairmen Jim Talent of Missouri, Sam Graves of Missouri, Steve Chabot of Ohio, and twenty different Subcommittee Chairmen, (including then-Congressman Mick Mulvaney), she pursued an aggressive legislative agenda. During the 112th, 113th, and 114th Congresses, she drafted over 100 provisions on behalf of more than twenty six members of Congress that ultimately became law. Her contracting provisions reduced waste, fraud and abuse in government contracting. She also drafted a series of construction contracting reform provisions that streamlined design-build contracting. Emily led efforts fight the Obama Administration's use of executive orders to pursue unrelated social policies through contracting.

Most recently, Emily worked with the House Committee on Armed Services with the Acquisition Reform Initiative. In this role, she formulated provisions for the now-enacted FY 2017 National Defense Authorization Act (NDAA) and the forthcoming FY 2018 NDAA. These include reforms to commercial contracting, auditing, service contracting, acquisition workforce, and business processes of the Department of Defense. Prior to joining the Armed Services Committee, she collaborated with the Committee on the FY12-FY16 NDAs and the 2013 report *Challenges to Doing Business with the Department of Defense*.

In addition to her federal service, Emily spent five years working for a technology startup company engaged in federal contracting, both as the General Counsel and the Vice President of Operations. She also practiced as a government contracts attorney with Wiley Rein and Fielding. She has the unique experience of having worked on government contracts from all sides.

A lifelong Republican who served as an officer in the College Republicans at Smith College and a member of the Federalist Society at the University of Virginia School of Law, Emily served on the transition team for President Trump, sourcing candidates for multiple federal agencies.